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REISSUE OF

# PAPER SALES MERCHANT REPORT DECEMBER 81

## INDUSTRIAL PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

| NPTA Region | DECEMBER 1981 -COMPARED TO- DECEMBER 1980 | DECEMBER 1981 -COMPARED TO- NOVEMBER 1981 | 1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE | DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF DECEMBER 1980 | 1981 |
|---|---|---|---|---|---|
| 1 | + 8.5% | - 3.2% | +10.8% | 42 | 37 |
| 2 | + 8.8% | + 6.3% | +10.8% | 38 | 36 |
| 3 | + 4.8% | - 3.2% | +10.8% | 33 | 29 |
| 4 | + 2.9% | - 7.7% | + 7.9% | 34 | 33 |
| 5 | + 2.8% | - 1.9% | + 9.9% | 35 | 34 |
| 6 | + 4.7% | - 4.3% | + 7.4% | 39 | 39 |
| 7 | + 6.1% | - 4.7% | + 9.7% | 34 | 36 |
| N.Y.C. | - 4.0% | - 9.3% | + 7.0% | 46 | 44 |
| CHICAGO | -12.7% | - 0.8% | + 6.6% | 35 | 35 |
| LA. | +14.6% | + 2.9% | +13.4% | 46 | 45 |
| TOTAL | + 4.8% | - 3.1% | + 9.5% | 36 | 35 |

NOTE: THIS ISSUE OF THE SALES REPORT WAS RECALCULATED AND REPUBLISHED TO CORRECT FOR YEAR-END ADJUSTMENTS.

## Regional Breakdown

**Region 1**
Maine, Vermont, New Hampshire, Massachusetts, Connecticut and Rhode Island.

**Region 2**
New York, Pennsylvania, New Jersey, Maryland, Delaware and District of Columbia. (excluding the New York Metropolitan area)

**Region 3**
Virginia, North Carolina, South Carolina, Georgia, Florida, Tennessee and Alabama.

**Region 4**
Michigan, Wisconsin, Illinois, Indiana, Ohio, West Virginia, Kentucky and Missouri. (excluding the Chicago Metropolitan area)

**Region 5**
Minnesota, Iowa, North Dakota, South Dakota, Nebraska, Kansas, Montana, Wyoming and Colorado.

**Region 6**
Idaho, Utah, Arizona, Nevada, New Mexico, Washington, Oregon, California, Alaska and Hawaii. :luding the Los Angeles Metropolitan area)

**Region 7**
Texas, Oklahoma, Louisiana, Arkansas and Mississippi.

**New York Metropolitan**
N.Y.—New York City, Long Island and Westchester County. N.J.—Counties of: Bergen, Essex, Hudson, Middlesex, Passaic and Union.

**Chicago Metropolitan**
City of Chicago, Cook, DuPage and Lake Counties plus Lake County in Indiana.

**Los Angeles Metropolitan**
Cities of Los Angeles and San Diego, plus counties of Los Angeles, Orange, San Diego and Ventura and neighboring sections of San Bernardino and Riverside.

NATIONAL PAPER TRADE ASSOCIATION, inc.
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# PAPER SALES MERCHANT REPORT DECEMBER 81

## PRINTING PAPERS REGIONAL ACTIVITY CHANGE (Per Selling Day)

| NPTA Region | DECEMBER 1981 -COMPARED TO- DECEMBER 1980 | DECEMBER 1981 -COMPARED TO- NOVEMBER 1981 | 1981 YEAR TO DATE -COMPARED TO- 1980 YEAR TO DATE | DAYS OUTSTANDING (ACCOUNTS AND NOTES) AT CLOSE OF DECEMBER 1980 | 1981 |
|---|---|---|---|---|---|
| 1 | + 6.5% | - 9.0% | + 8.9 | 56 | 52 |
| 2 | +17.0% | - 0.5% | + 8.7% | 49 | 47 |
| 3 | + 6.8% | - 3.8% | +10.7% | 45 | 47 |
| 4 | + 6.6% | - 4.2% | + 7.1% | 43 | 41 |
| 5 | + 9.6% | - 3.9% | +11.9% | 43 | 41 |
| 6 | + 2.2% | - 5.4% | + 8.8% | 48 | 41 |
| 7 | +16.3% | - 1.1% | +11.9% | 43 | 41 |
| N.Y.C. | +18.9% | + 2.6% | + 7.2% | 44 | 43 |
| CHICAGO | - 5.9% | - 3.1% | + 1.9% | 48 | 45 |
| LA. | +10.5% | - 7.1% | + 9.3% | 33 | 38 |
| TOTAL | + 9.2% | - 3.4% | + 8.5% | 46 | 44 |

NOTE: THIS ISSUE OF THE SALES REPORT WAS RECALCULATED AND REPUBLISHED TO CORRECT FOR YEAR-END ADJUSTMENTS.

### Selling Days

The actual number of days a firm was open for business or that the sales people made customer calls [calendar days less weekends (if applicable) and holidays]. By supplying selling days of each firm, the sales per selling day are standardized according to actual business conditions or company policies.

### Days Outstanding

The number of days outstanding on this report are calculated by adding the current month's sales and the previous month's sales and dividing the total by the number of calendar days of the two months. The result is a figure representing average sales per calendar day.

The total figure provided for closing accounts and notes receivable is divided by the average sales per calendar day. The result is the number of days outstanding at the end of the month being prepared.

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